

## Montgomery Residential 2nd Quarter Report - 2021

### Quarterly Indicators

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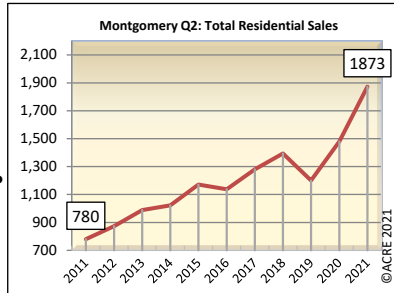
#### Total Residential Sales

Montgomery residential sales for the second quarter of 2021 totaled 1,873 units, representing an increase of 26.6% when compared to 1,480 units that were sold in the second quarter of 2020.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg  
  
vs. Peak  
vs. Trough

Q2	2021	1,873	
Q2	2020	1,480	26.6%
Q2	16-'20	1,298	44.3%
Q2	2021	1,873	0.0%
Q2	2011	780	140.1%



#### ACRE Commentary

"Compared to historical data, second quarter sales are 37.9% above the 3-year quarterly average and 44.3% above the 5-year quarterly average."

#### Historical Home Sales

Q2	2020	1,480
Q2	2019	1,201
Q2	2018	1,394
Q2	2017	1,280
Q2	2016	1,137

5- Year Avg: 1,298

3- Year Avg: 1,358

Graph: Q2: 2011 - 2021  
(By quarter)

#### Median Sales Price

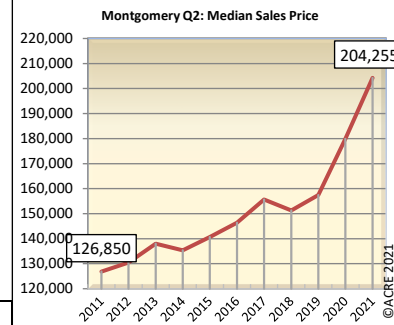
The median sales price in Montgomery for the second quarter of 2021 was \$204,255, a 13.6% increase from the second quarter of 2020's median sales price of \$179,876.

#### Current Quarter

vs. Last Year  
vs. 5-Yr Avg

Q2	2021	204,255	
Q2	2020	179,876	13.6%
Q2	16-'20	158,122	29.2%

Median Peak	Q2	2021	204,255	0.0%
Trough	Q2	2011	126,850	61.0%



#### ACRE Commentary

"Compared to historical data, the second quarter median sales price is 25.4% above the 3-year quarterly average and 29.2% above the 5-year quarterly average."

#### Historical Median Selling Price

Q2	2020	179,876
Q2	2019	157,411
Q2	2018	151,317
Q2	2017	155,623
Q2	2016	146,386

5- Year Avg: 158,122

3- Year Avg: 162,868

Graph: Q2: 2011 - 2021  
(By quarter)



**Quarterly Indicators**

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**Average Sales Prices**

The average sales price in Montgomery for the second quarter of 2021 was \$227,643, a 16.9% increase from the second quarter of 2020's average sales price of \$194,750.

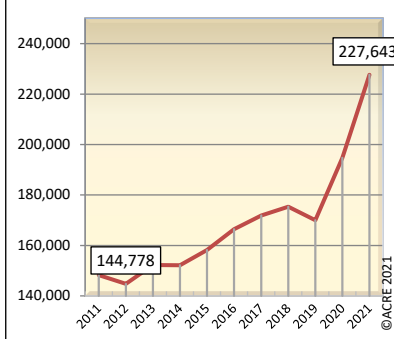
**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q2	2021	227,643	
Q2	2020	194,750	16.9%
Q2	16-'20	175,684	29.6%

Average Peak	Q2	2021	227,643	0.0%
Trough	Q2	2012	144,778	57.2%

Montgomery Q2: Average Sales Price



**ACRE Commentary**

"Compared to historical data, the second quarter average price is 26.4% above the 3-year quarterly average and 29.6% above the 5-year quarterly average."

**Historical Average Selling Price**

Q2	2020	194,750
Q2	2019	169,995
Q2	2018	175,388
Q2	2017	171,892
Q2	2016	166,396

5-Year Avg: 175,684

3-Year Avg: 180,044

Graph: Q2: 2011 - 2021  
(By quarter)

**Days on Market (DOM)**

The average number of days on the market in the second quarter of 2021 was 63, representing a decrease of 34% from 95 days on market in the second quarter of 2020.

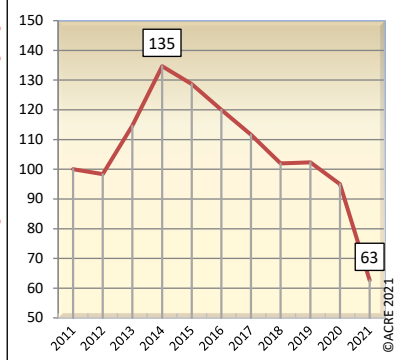
**Current Quarter**

vs. Last Year  
vs. 5-Yr Avg

Q2	2021	63	
Q2	2020	95	-34.0%
Q2	16-'20	106	-41.0%

DOM Peak	Q2	2014	135	-53.5%
Trough	Q2	2021	63	-0.5%

Montgomery Q2: Average Days on Market



**ACRE Commentary**

"The 5-year DOM average ('16-'20) for the second quarter is 106 days, 43 days higher than the current results. Compared to historical data, the second quarter average DOM is 41% below the 5-year quarterly average and 37% below the 3-year quarterly average."

**Historical Average DOM**

Q2	2020	95
Q2	2019	102
Q2	2018	102
Q2	2017	112
Q2	2016	120

5-Year Avg: 106

3-Year Avg: 100

Graph: Q2: 2011 - 2021  
(By quarter)



**Quarterly Indicators**

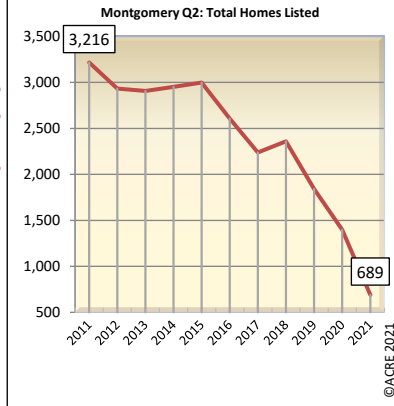
**Recent Figures**

**Trends**

**Total Homes Listed for Sale**

Montgomery residential units available for sale in the second quarter of 2021 decreased by 50.8% when compared to the same period last year.

<b>Current Quarter</b>	Q2	2021	689	
vs. Last Year	Q2	2020	1,399	-50.8%
vs. 5-Yr Avg	Q2	16-'20	2,089	-67.0%
<b>Inventory Peak</b>	Q2	2011	3,216	-78.6%
<b>Trough</b>	Q2	2021	689	0.0%



**ACRE Commentary**

"The 5-year inventory average ('16-'20) for the second quarter is 2,089 units, 1,412 units higher than current results. Compared to historical data, the number of homes listed for sale is 67.6% below the 5-year quarterly average and 63.7% below the 3-year quarterly average."

**Historical Total Homes Listed**

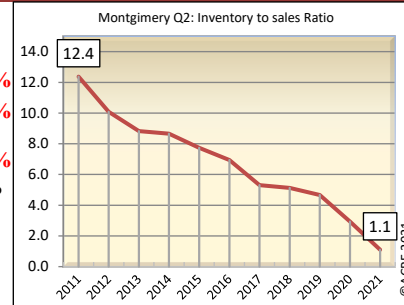
Q2	2020	1,399
Q2	2019	1,841
Q2	2018	2,359
Q2	2017	2,238
Q2	2016	2,606
<b>5-Year Avg:</b>		2,089
<b>3-Year Avg:</b>		1,866

**Graph: Q2: 2011 - 2021**  
(By quarter)

**Inventory-to-Sales Ratio**

Definition: The quarterly average of inventory for sale divided by the current quarterly sales average equals the # of months of supply (Market considered to be in balance at approximately 6 months).

<b>Current Quarter</b>	Q2	2021	1.1	
vs. Last Year	Q2	2020	2.9	-62.5%
vs. 5-Yr Avg	Q2	16-'20	5.0	-78.0%
<b>I/S Ratio Peak</b>	Q2	2011	12.4	-91.1%
<b>Trough</b>	Q2	2021	1.1	0.0%



**ACRE Commentary**

"Compared to historical data, the second quarter months of supply is 73.8% below the 3-year quarterly average and 78% below the 5-year quarterly average."

**Historical I/S Ratio**

Q2	2020	2.9
Q2	2019	4.7
Q2	2018	5.1
Q2	2017	5.3
Q2	2016	6.9
<b>5-Year Avg:</b>		5.0
<b>3- Year Avg:</b>		4.2

**Graph: Q2: 2011 - 2021**  
(By quarter)

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